

C.O.C.A. TIMES

VOLUME 6
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JULY 2005
\$14.95



*The Bennett
Silent Salesman No. 3*



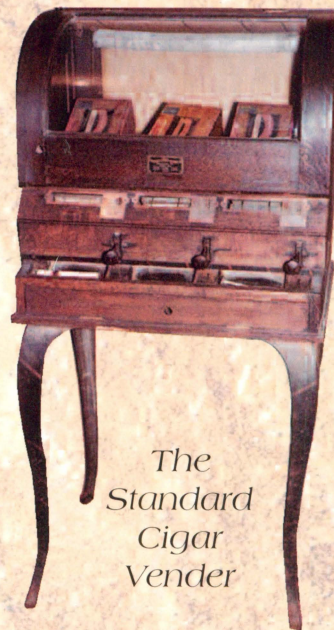
The Vandiver Cigar Vender

Antique Cigar Venders: All Sublime, Some Ridiculous *by Ken Rubin*

*The
Elm
City*



*The
Standard
Cigar
Vender*



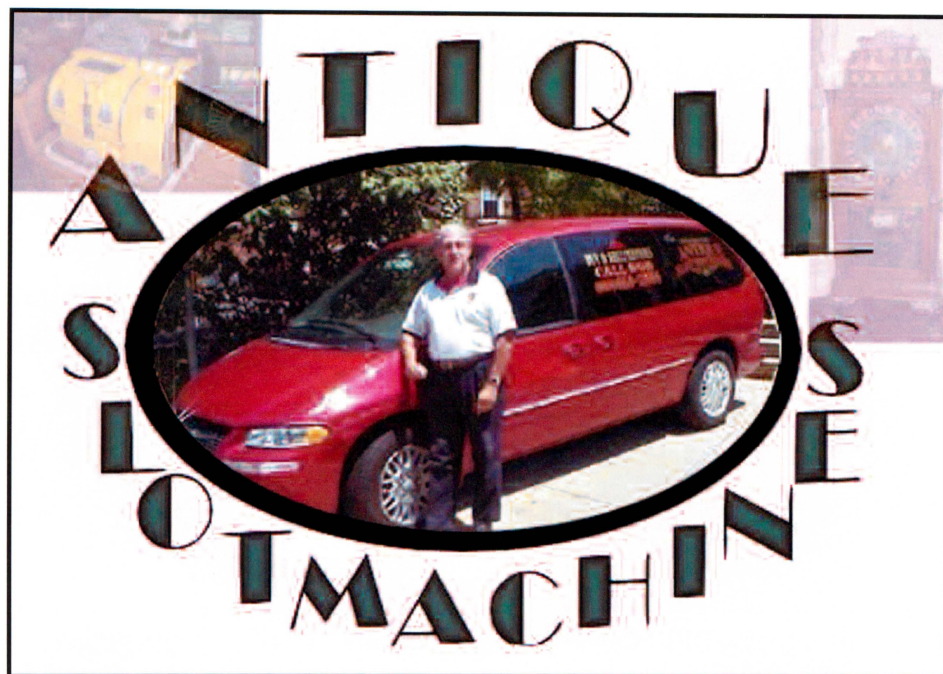
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Message from Our President

A lot has happened since the last issue.

The April Chicagoland show went off without a hitch. The show promoters are always looking to improve and are very approachable if anyone has a suggestion.

Jack Kelly has provided C.O.C.A with a report on the meeting with some photos. Thank you Jack for keeping our members informed of what's happening. The C.O.C.A meeting was great. We had a large turnout and although our scheduled guest speaker was unable to attend the show due to a family illness, Bill Howard did an excellent job of filling in. He spoke to the members on how and where to research the history of a machine and evaluate its true value. He reinforced the theory that especially with Coin Operated Machines, knowledge is power. Thanks Bill, considering the amount of preparation time you had – you did great.

At the meeting the By-Laws were approved, I appreciated the help from Peppy Bruneau Esquire who reviewed the By-Laws and made suggestions. Paul Hindin our Past President spoke and filled in the members on the status of the California Convention in July and the upcoming election. If you haven't pre-registered (cheaper) for the convention there is still time to get in. You can find the forms on the website. You must be registered to attend. Information on hotel reservations can also be found here. This may be one of the only opportunities to see some of the world's rarest machines, many are one of a kind. So if you attend, bring your camera and checkbook as some machines will be for sale.

Paul also advised the members of the suggested slate for the new officers. They will be President – Bill Petrochuk, Vice President – Jackie Durham, Treasurer – Dan Davids and Secretary – Susan and Kirk Beard. I know all of them well and Paul has come up with a great group of nominees that will take C.O.C.A to new heights.

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Deadline for Next Issue:

Aug. 20th, 2005

Message from Our President - continued

The November show will have some changes to the show hours – It will be open till 7:00 P.M on Friday and close an hour earlier on Sunday – You might want to check with the shows website to get the full scoop. Due to the change the meeting will be held at 7:30, in the Hilton Hotel across the street from the Pheasant Run. Don't forget there are still rooms available at the special C.O.C.A rate, for reservations call 800-445-8667.

Inside this issue you will find a very useful tool that I think will be helpful if you do any of your own repairs/restorations. There are directions for its use elsewhere in this issue.

I attended the Victorian Casino Antiques Auction and was taken back by the new records set in the prices of gambling machines. A 25 cent Caille Roulette sold for 225,000 dollars (with buyers premium) - Congratulations to Peter and Max

Sidlow on a great event (see photos).

I am excited to announce that Greg McLemore a pioneer in the dot.com arena has agreed to help C.O.C.A bring our website into the 22nd century. I have talked to him about many of the features we want and hopefully by August we will have our new site running. Members will have secure log-ins, ability to update personal information, chat, buy, sell, identify machines and have timely access to information. If you have any suggestions as to what you would like to see on our website please e-mail me at walex6@msn.com and I will forward your suggestions to him.

Happy Hunting
Alex Warschaw
President C.O.C.A



SCREW STARTERS

The screw starter found inside the envelope is C.O.C.A's leadership way of saying thank you for being a part of our organization. Consider this a dividend resulting from strong membership, funds saved from not printing a calendar and a concerted effort on the part of the officers to save costs when possible. Let us know if you prefer this type of bonus vs. a calendar and I will pass that information on to the new officers.

HOW TO USE THE SCREW GRABBER:

This is one of the tools that over the years has been indispensable to me when restoring older slot and coin operated machines. It can avoid a lot of frustration when trying to get that machine screw started in tight spots. Here's how it works. The black tipped end is spring loaded – turn it with a slight pulling motion so it is “loaded” and ready to accept the slotted head portion of the screw. Now just line up the slot of the screw so it fits on the slit at the end of the tip and push down – This action twists the center portion of the slit and holds the screw very securely. Line up the screw where you need it to go and keep turning until the head of the tool releases itself from the screw. The other end of the holder is a magnet which can be useful in examining older machines for authenticity or picking up that hard to reach screw. The holder is imprinted with our website (which will hopefully be re-vamped shortly). Anyone wishing to get an additional screw holder can contact me at walex6@msn.com. They are 10.00 each plus 1.00 shipping. – If you wish to purchase them via Paypal (to the same e-mail address) please add an additional 1.00, make sure you indicate what the payment is for.

Alex Warschaw, President C.O.C.A

___Catch Me If You Can___

by John Peterson

I can remember the day as if it were yesterday. I was playing second base. It was down to the final out and we were leading by one run. There were runners on second and third with the count full. Our ace pitcher, Charlie Watson let loose with his trademark windmill pitch that had saved us time and time again. Crack! The ball sped toward me like a bullet. I reached down to make the play that would end the game and propel us to the championship. The ball squirted through my legs on its way toward center field. Two runs scored, sending us to the showers and capping my short, undistinguished career in baseball.

Sound familiar to everyone? Most guys eventually hit the wall in the sport of their choice. It is a sobering event when this happens and it is always, absolutely always, a huge disappointment. Even so, it teaches one of Life's important lessons in reality: passion and ambition are not always enough. In some things, you have to possess God-given talent to progress beyond the amateur ranks. Fortunately for me, my education came in the Sixth grade. I knew right then I would have to rely on my brain rather than my brawn to make something of myself. Still, I longed for the pure physical beauty that accompanies the gifted baseball player. Outside the wonders of pitching, nothing matches their ability to **catch the ball!** Today's offering is about games that are just that, ball catchers.

The field of wall games can be roughly divided into two large categories: allwins and catchers. As you know, allwins are the games in which a steel ball bearing is propelled around a vertical circular track until friction and gravity combine to cause the ball to drop, usually into the "lose" hole. These are exciting games and can be played very fast by varying the thumb pressure on the spring-loaded hammer. There is skill involved in winning against an allwin. The amount of pressure applied to the hammer will determine how forcefully the ball is struck and how far its trajectory. Does practice

make for decided improvement with an allwin? Can you remember how far back you previously pulled the hammer when attempting the follow-up shot? It's theoretically possible I suppose but in reality, you're a new gunslinger each and every time you shoot. That is part of the addictive quality of the game and the saving grace for the operators. If the games were easy to master, the players would clean out the coins in short order and that would be the death knell for allwins. The huge numbers of allwins produced attests to their popularity as well as their ability to extract hard earned pennies from the ever-gullible public.

Compared to allwins, catching games were made in smaller quantities even though they preceded allwins historically. The premise of catchers is quite simple. A mechanical action introduces a small ball onto the top of the vertical playfield. The ball then drops through a series of pins that alter its course in a seemingly random fashion. Directly below the pinfield is a catching cup that you control by means of a knob on the front of the game. The whole point of the game is to catch the ball in the cup. If successful, you then move the cup to a specific position where the ball drops back into the machine and enables some form of reward. There are variations on the theme but this is the basis for catching games. Their pace tends to be more languid than their allwin cousins and the ability level required to win is substantially higher. With some of the games, the fall through the pins is so fast that winning tests pure luck more than skill or reflex. Due to these factors, catchers were not as popular as allwins and not produced as prolifically. *Let's take a look at a few.*

CLOWNING AROUND

One of the earliest catchers was the "Bajazzo" or clown catcher. Made in both Germany and France, a very large number of these were pro-



duced by the German firm Max Jentzsch and Meerz of Leipzig, Germany. (Photo “A”) is a “Bajazzo” by them, circa 1910. A coin inserted at top right releases a ball into the interior mechanism. Turning the handle on the right side midway up the door lifts the ball up to the top where it enters the playfield at centerfield. The ball will then roll either left or right on the rail before entering the pinfield. You control Mr. Bajazzo with the large knob on the lower left of the door. Bajazzo is quite a colorful character (Photo B), appearing to “walk” across the tightrope with the pretty ball spinning wildly between his legs. No wonder Mr. Bajazzo has that hysterical grin on his face. One slip of the foot and he’s singing soprano for the rest of his career. Should you fail to catch the ball, it falls to the slant track below and rolls to the ball return hole at the lower left of the playfield. Each ball caught, triggers the automatic payout of a token that rolls down the lower slant track at the bottom of the playfield and into the payout cup. If that were not reward enough, a “Bajazzo” win also returns the ball and rings a loud bell announcing to all, your superior performance. Look at me! I’m spanking the clown! Make no mistake, the implicit message of this game is that you are not talented enough to best a mere fool dressed in pajamas prancing across a tightrope. His tight little smirk taunts, saying “C’mon now, Weenie-Boy, you can beat a clown, can’t you??” This message is repeated by the top marquee which states, “The Clown. Can you make him catch the ball?” (It’s a little deeper than this at the sub-conscious level. You are actually using the clown to beat the game so he’s really your secret little buddy, isn’t he? Out of deference to circus folks and shrinks who make \$350



dollars an hour untangling phobias, I’m going to leave it right there.) This particular Bajazzo is unusual in that it has retained its attractive painted aluminum marquee. Most marquees have been lost over the years and those that I’ve seen have all been wood. This model proves that there were aluminum marquees too.

Mr. Bajazzo had a short and unsuccessful run in the United States at the hands of the Caille Brothers of Detroit. Their game was imaginatively called “Clown.” Given the American appetite for games of pure chance with large payouts, “Clown” didn’t have a jester’s chance in Hell and the production run was only a few years during the mid 1920’s.

Bajazzo was unceremoniously dumped in short order after the introduction of more potent forms of gambling. (Photo “C”) is a cartoon that ran in



Germany in 1927. In the panel, you see two dejected clowns carrying away a Bajazzo between them with a lottery official and his friend on the side commenting. Translated, it says, “It’s a blessing that those things are forbidden now.” “Why? Those boxes are fairly harmless.” “That’s true but now, as far as the players are concerned, they can spend their valuable money on lottery tickets for the Prussia-South German lottery!” “But isn’t the lottery considered gambling?” “Of course, but regulated by the State and highly lucrative for certain lottery officials!” Another factor was the flooding

of the market by American slot machines. Once they hit the bars and parlors, the now “quaint” games of skill did not have the appeal of the fast, flashy foreign competition. “Out sourcing” may be the new buzz term but the concept has been around a long time.

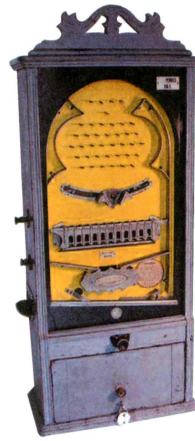


Even though Bajazzo's fate as a star performer was sealed back in the 20's, his cousins continue the scam even today. (Photo "D") is a game called simply "The Clown." It is the standard Bajazzo with a large "money wheel" at the bottom right determining the payout. Depending upon which section of the wheel

is next released by a winning catch, you are rewarded with either two or three Swiss "20 Rappen" coins or nickels. I can find no information of this specific game but on the interior case is the date October 18, 1967 written in pencil. This clown is much cruder than Bajazzo but still retains an appealing charm with his blue clown shoes, red coat and large red nose. Bajazzo may be a clown by dress but he's a pickpocket by trade!

The Handy-Knee Twins

Make that fraternal, not identical twins. Due to their early introduction onto the gambling scene, most catchers were made by the earliest coin-op companies and as such, these companies usually went out of business sooner rather than later. Such is the case of the company that made the following two machines. The company was Handan-Ni Ltd. of London. They started around 1913 and produced under the name Handan-Ni until 1919 when they changed names to London Automatic Machine Co. Ltd. They went out of business around 1929. Two games by them that I own are "Multiball" (Photo "E") and "Domino-Model 4" (Photo "F".) COCA readers will recall my earlier misadventures with "Domino-Model 4" ("COCA Times", July 2003, "Domino And The Devils.")



The game is offered today as a compare and contrast with his bigger brother, "Multiball."

Another one of the irritations regarding research into the antique British games (besides the lack of comprehensive information) is the problem of multiple identifications of the same game by different authors. The British game enthusiasts really need an author the quality of a Dick Buschel to exhaustively research and document the early games. I have seen this game, "Multiball" also identified as "4 Ball" and "Improved Pickwick." Regardless of the name, it is an impressively large ball catcher by Handan-Ni, circa 1913. For the small sum of one penny (a large British 1D penny, that is) you get four balls to attempt to catch. For each ball caught, you get a penny returned. The contrast to "Multiball" is "Domino- Model Four," also from 1913. A much smaller game, the play is basically the same. A penny provides four balls. If you catch all four, you get your penny back and the admiration of your buddies. Visually, these are very attractive games. The play is difficult to win and impossible to master. This probably explains why these machines were abandoned and replaced with faster, easier games like allwins.

Payramid

The most popular catching game, hands down, belongs to Bryans Automatic Works of Kegworth. Formed by mechanical genius, W.E. Bryan in 1926, "Bryans" became one of the premier makers



of coin-op games for roughly 40 years. One of their most popular games was "Payramid" (Photo "G"). Mr. Bryan combined the potential speed of an allwin with the seductive skill required of a ball catcher. He threw in a jackpot for good measure and put it all in a game shaped much like a pyramid. The result is "Payramid." The game

proved so popular that he was able to produce two identical versions of the game almost 25 years apart. The first model was from 1936 and is the one pictured here. For a 1D penny, you get eight balls. You hoist the balls to the top, one at a time, using the crank handle on the right. The introduction of subsequent balls can be fast or slow, depending upon how quickly you twirl the crank. Instead of a movable cup, Bryans went with a set of chrome fingers. You control the "catching fingers" with the knob on the left. The reward is variable and tied to the number of balls that you catch. If you're good enough to catch all eight, you get eight coins and the contents of the jackpot so prominently displayed on the playfield. The mechanism is amazingly complex with coins played fill-

ing both the jackpot and the payout tube, with over-fill going into the operator's cashbox. The public loved Payramid and it is a highly sought after game in today's collector market. It proves that great design and visual appeal are timeless in the pantheon of coin-op.

Conclusion and so ends our short tour through the field of dreams....., er, I mean catchers. Personally, I find catchers some of the most fun games to play. My skills really have not improved with age from those days in the Sixth grade. The difference now is that I have enough money to play the game over and over, until I catch the ball!

The End

Extra Inning

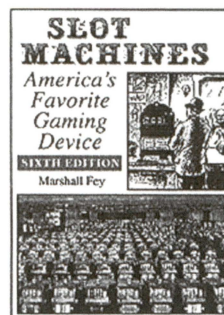
How about you? Are you catching the British machine collecting bug? Want to talk about them? Drop me a line at jp4@charter.net or call me at (952) 891-2312. Next time, we'll get back on schedule with those fabulous games made outside Great Britain for the English market. Or maybe not.

C.O.C.A. WEB SITE

Just a reminder to all.....that C.O.C.A. has its own web-site. It is maintained by member Al Fox and has news regarding shows, auction results, and classified ads, as well as a question and answer section.

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— TALES OF THE HUNT —

Hosted by **Jack Freund**

Sandy Lechtick, from Southern California, submitted this “Tale”. He Pretty much explains why so many of us make the twice yearly.....

“PILGRIMAGE TO CHICAGOLAND”

The day before the November 2003 Chicagoland Show, I spent the morning, as I usually do, at Kane County Fairgrounds. Nothing knocked my socks off. It’s always a little depressing when you have a pocket full of dough burning a hole in your trousers and absolutely nothing to spend it on.

Then, out of the corner of my eye I noticed a lot of commotion around one car where some guy was setting up. In fact, there is always commotion when this guy sets up. The scene was like the day after Christmas sale at Nordstrom. Talk about crazed coin-op collectors, these guys looked like they hadn’t eaten in years—and I was one of them. Anyway, it looked like this guy had some neat stuff including one cool looking machine with a bell. As soon as I got closer I got more excited. It was a Striking Clock floor model strength tester in pristine restored condition. OK, it’s not necessarily the rarest machine, but I like machines with a distinctive look, even if they don’t have Caille or Mills stamped on it.

The seller would not negotiate - not even one cent. He knew what he had. He knew what he wanted and knew he would get it. And I knew he knew. Another guy – who had that glassy-eyed look unique to coin-op collectors, was hovering

close, too close. He was looking at the machine as intently as I was. Like a Bar scene at closing time when they say “Last Call”, this was closing time for me. If I didn’t close the sale then and there, I would be kicking myself big time when I saw Mr. Glassy-Eye hauling the striking clock to his car. I peeled off a number of crisp hundred dollar bills. And we concluded the deal.

I casually mentioned that I was interested in almost any unusual penny arcade machine or automaton. His eyes lit up, and in a conspiratorial whisper said he had something that might interest me, but wasn’t sure he wanted to sell it. (He always says that). Well, he opened up the back of his car and as he was clearing all his blankets and cartons which hid the treasure, he pointed to this crusty old wooden box and asked me if I was familiar



with a “Page Turner?” I confessed I didn’t know what a Page Turner was, but when he pried open what looked like a 100 year old wood box I thought “whoa”. In about one nanosecond, I concluded that (a) you don’t see things like this often (b) automatons are not coin-op but are cool in their own way (c) I didn’t have much time to get educated and (d) I had a decision to makequickly.

Again, he would not budge on price. I suspect if I had caught him at the end of the day I might have gotten a better deal, but if I waited, I am sure I would have lost out. And as they say, timing is everything. Patience is not exactly a virtue in the passionate collector. Five minutes later we had a deal. With a handshake we settled on the price and



my wallet got instantly lighter. Thank God Mike Gorski, whom I had previously bought a Donkey Fortune Teller from, vouched for my check, which covered the difference.

When I got the Page Turner back to my place in Woodland Hills, Calif. and saw it in action, I realized why he wouldn't negotiate on price. It has 17 movements! It was in its original shipping box. The little guy in the tuxedo periodically shakes the bell which tingles, he moves his head, his eyes move, amazingly even his eyebrows arch up and down, his lips move in a way that suggests he is talking. The pages, which discuss the sins of alcoholic consumption, actually turn every 20 seconds. Everything is synchronized. This was probably a 1920's machine used during the prohibition. I love that stuff. The story doesn't end there. My ability to step up to the plate on these two purchases eventually put me at the top of his list on other machines he had only recently decided to sell – including a Gorski Madame Zita and a Genco Madame Fortune Teller on a pedestal. Now I only need the Puss N Boots to complete the magical trio! (Mike. remember, I'm #4!) Anyway, we concluded the Genco and Zita deals at the Chicagoland Show April 3, 2004!

In making purchase decisions, each person has different criteria. Obviously, the higher the price, the more hand-wringing involved. The mistakes I've made in the past are certainly part of the education process. Of course, no one likes to overpay – or be ripped off.

With the Page Turner, Striking Clock and Madame Zita I asked myself:

Did I really have to have them? Answer: Yes.

Did I really want them? Yes.

Had I seen stuff like that before? No, at least not for sale.

Would I see these again for sale? Maybe, maybe not, but not anytime soon - or at those prices.

Am I by nature a patient fellow who likes to wait? A resounding "No".

Was I buying from a guy who I had seen before at Chicagoland who always had good stuff and a good reputation? Yes.

Did I get the sense he was fair in what he was asking? Yes.

In short, while I was somewhat ignorant in these purchases, and didn't have Ira or another expert close by to advise me, I relied on my gut. Over the years, if I have learned anything, it is that, to snooze is to lose and sometimes you've simply got to take a leap of faith, and sometimes, a big leap. Do we go around this world but once?

My advice – go with your gut. You never know where you are going to see neat stuff, but when you do, assuming you can afford it, you have to step up to the plate - and possibly spend more than you intended too. There is nothing worse than getting that sinking feeling in the pit of your stomach when you don't pull the trigger, leave, and then come back twenty minutes later both excited and ready to do the deal, and see some joker putting cash in the guy's hand for that very machine that had your name on it. As most collectors know, we often remember most vividly the machine we let get away – not the great one we just bought.

Thanks Doug.



GUMBALLS GALORE

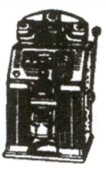
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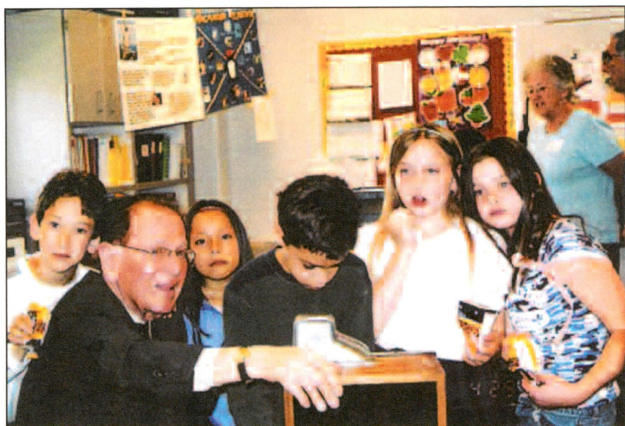
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TALE #2

submitted by Herb Weinfield

Here is a twist on the "HUNT" that probably has never been done before. It just shows us that someone is always thinking. This is very cute.....many of us don't qualify for this yet, but-keep it in mind for the future.



In the photo, Herb is shown with his grandson Robert, who is wearing a white sweater with a stripe.

GRANDPARENTS DAY

WESTBROOK SCHOOL

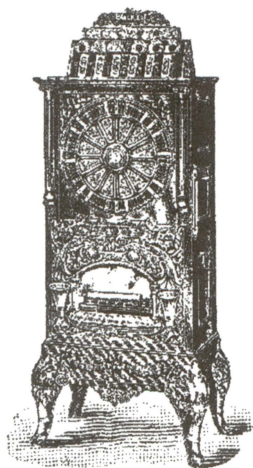
GLENVIEW IL, APRIL 29, 2005

Herb Weinfield's grandson, Robert Rose, invited Herb to attend Grandparents Day with him. The invitation asked grandparents to bring items from their childhood or young adulthood, to show the children how life and times have changed over the years.

Herb explains...."Well, I showed up with my MILLS FIREBIRD QT SLOT MACHINE and a bunch of nickels. Not only did I want to make my grandson proud, but I thought maybe some of the other grandparents might have a machine hidden away.

The kids had a BLAST. I let them keep their winnings even though they played with my coins.

One of the men in attendance said he had a BUCKLEY machine. Nothing yet, but I'm working on it!!!".



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Raise your hand if you have SMOKED A CIGAR in the last week. MONTH? YEAR? I see only a couple of hands. Most of you don't smoke at all. But if you lived one hundred years ago, there would be only a couple of men's hands raised who DIDN'T smoke.

Cigars soared in popularity in the 1870's and 80's. In 1890, the cigar industry turned out 4 billion cigars, all made by hand. At the beginning of the 20th century, 6.7 billion cigars were produced each year representing about 200,000 different brands. The average number of cigars smoked per capita was 75. That's 75 cigars smoked for every man, woman, and child per year! Yes, the men smoked them and the women and children made them.

In 1862, Congress imposed a tax on manufactured cigars to help finance the Civil War and in 1865 required that all cigars sold in the U.S. be packed in boxes to make them easier to count tax. The factory number, tax district, number of cigars, and such were mandated to be on every box in the form of stickers, stamps, seals and labels. Congress also passed laws in 1868 and '79 that a distinct "caution notice" be pasted on every box warning retailers of the illegality of refilling empty cigar boxes with cigars on which the tax had not been paid, as some were caught doing.

Enter coin-operated cigar vending machines in the middle to late 1880's. The demand for cigars was enormous and the appetite for coin-op machines was too. The marriage was perfect and they both thrived together. Individual inventors and tinkerers were captivated by the prospect of making a fortune from machines that sold cigars. Using the power of American ingenuity they went

Antique Cigar Venders: All Sublime, Some Ridiculous

by **Ken Rubin**

to work on making thousands of different machine designs, from crude mechanical contraptions to ingenious and artistic achievements. Between the late 1880's through 1917, the cigar vender was the most produced and patented type of coin-in-the-slot machine. Hundreds of thousands were manufactured for sale, rental, profit-sharing and route operators. While in the beginning they had to prove to the customer that the freshness of its cigars was equal to the local tobacco store, the machine's convenience and novelty transaction had very strong appeal.

They impinged on the market held by licensed retail tobacco stores and cigar stands but they all lived in harmony while sales were brisk and growing.

By the early 1890's, coin-op cigar machines had flooded into retail locations, such as saloons, barber shops, general stores, drug stores, hotels, and even cigar stores. Neither the machines nor their locations were licensed or inspected. The young coin-op cigar machine industry was made up of small, local manufacturers and operators and existed under the radar of the Internal Revenue Department. But again some unscrupulous cigar sellers were revealed to be tax cheating by refilling their machines with non-taxed cigars. The wrath of the Internal Revenue Department was re-awakened and they declared that all cigar machines must sell directly from tax paid boxes and that the tax stamps must be displayed through a window or otherwise be clearly in sight. This outlawed all previously manufactured machines that did not show the tax stamps on original cigar boxes (see, *Catcher Cigar Vender*), and had to be removed from the public scene. Most of them were destroyed by their owners out of fear of being accused of wrong-doing.

This edict slowed down the cigar machine business for a short time as the word of the new law circulated. Once again, inventors and wizards took up the new design challenge to re-program the cigar vender accordingly. Soon new cigar machines emerged in the market with the original version of Windows.

The IRS rule accounts for why there are (almost) no very early cigar machines that have survived. But why aren't more of the later windows machines still around? The IRS again. In 1917, in response to the First World War's need for capital, they changed the tax rate on cigars. The more expensive cigars were taxed at a higher rate than those selling for a nickel, unlike the flat rate before. The tax on a 25¢ cigar, for instance, was set at six times as much as the tax on a 5¢ cigar. This squeezed the machine operators to the point of being unprofitable and thus many cigar machines themselves went up in smoke. The smoke shops,

however, survived by having a larger variety of goods to sell, especially cigarettes. After the Second World War, the cigar industry was burned further, as the fashion of cigarette smoking replaced cigar smoking and later, the no-smoking movement began. Much of the cigar making industry with all its cigar machines disappeared for good.

From the coin-op collector's point of view, the rarity of antique cigar machines is especially disappointing because they are some of the most sublime and ridiculous of all vending machines. Cigar machines reflect the image of cigars, and cigars carry the history and personalities of the people who smoked them. In today's anti-smoking world we no longer have that connection. I guesstimate we have around 30 styles totaling 100 antique cigar venders that survive. But at least from what we still have left, like those presented here, we're close.

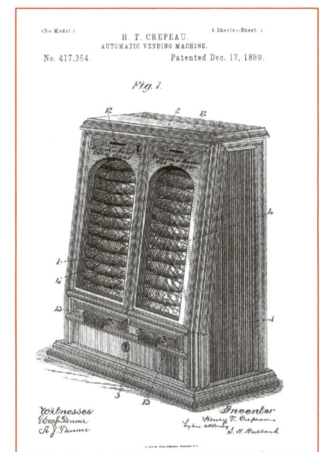
A classic two brand 5¢ and 10¢ cigar vender, The Elm City stands tall in its handsome Eastlake style oak case with a center beveled mirror. It is well constructed in a furniture quality cabinet. The cigars are stacked single file into a shallow tray. Simply putting in a coin at the top and pulling the drawer knob releases a cigar to the tray.

The Elm City Automatic Selling Machine Company of New Haven, CT., started in business in 1890 making The Elm City, a larger version of the earlier patented Crepeau model. That went on for a year or two and then was faced with the problem of new federal laws that decreed: cigars must be sold from the box they came in to be sure the tobacco tax per box was paid. This regulation pushed the machine over to the New Haven Car Register Company, also located in New Haven, and they took over manufacturing of the Elm City as their own. They had pull and got approval from the Internal Revenue Department to sell individual cigars, as long as the taxed box brand label was visible. Whether any other cigar companies were allowed to do the same is not known.



The Elm City Automatic Cigar Cabinet

Henry T Crepeau, the inventor, claimed he designed a machine simple in construction and cheap to manufacture. It works reliably. None of this model has survived.



An estimated 8 or 9 Elm Cities still exist in various conditions. New Haven Car Register Co., New Haven, Conn. Patented Dec. 17, 1889. 30"h.

Hummer Cigar Seller

"Get A Good Cigar. Insert Coin under the cigars [10¢ left, 5¢ right] you desire. Press Knobs Together Slowly," reads the Hummer's come-on, but then serves notice, "Please do not work handles without coin in slot as it injures the cigars." At least this machine was aware of its design shortcomings. But that's ridiculous because how many customers read the directions in the first place? Is it their fault if the cigars get injured?

A label on the top assures the buying public, "The use of the Belk, Schafer & Co. patent Cigar Seller is authorized by the Department of Internal Revenue of the United States of America." This claim refers to the tax stamps on the cigar boxes that are visible through the windows.

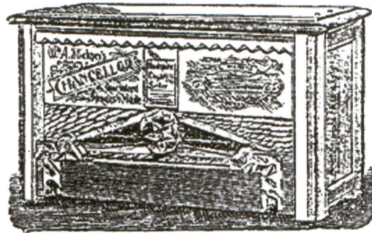


In addition to selling cigars this vender offers a gambling opportunity: The star wheel, shown in the center, spins with each purchase. If numbers match, the proprietor pays off. The customer, besides always getting one 5¢ or 10¢ cigar for his money, stands a chance to win from one to five extra 5¢ cigars -- a give-away that averages about one cigar in ten. This feature transforms the vending machine into a "trade stimulator" category as well. Invented in 1896 by Alvis J. Hoskins and produced by the Belk, Schafer & Co. of Alton Illinois, it sold for \$12.50. This one was discovered in the Orpheum Theater in Peoria in 1986. 14"h.

OGDEN & CO., CHICAGO, ILL.

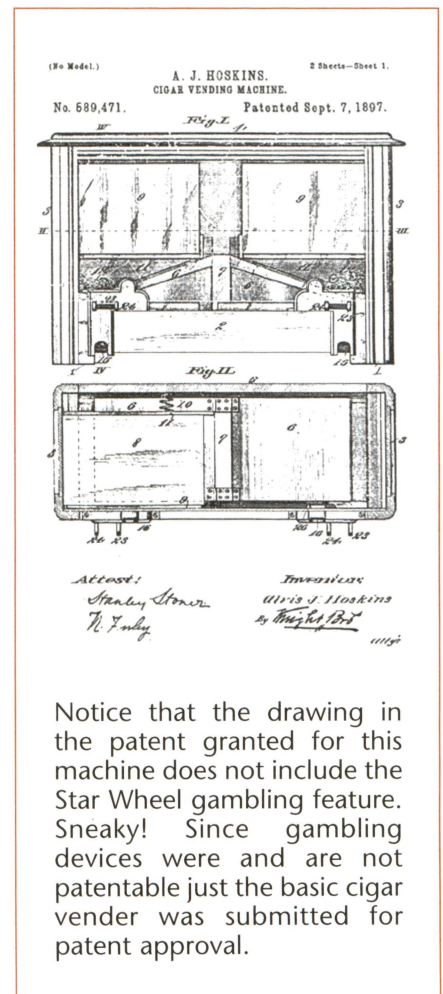
The Hummer Cigar Seller

..... which this circular introduces to your notice, is not only the most simple and most durable Cigar selling machine yet placed on the market, but is the neatest in appearance and shows the brand and cigars to better advantage than any other. The machine is a perfect success, and will work any ordinarily straight cigar perfectly. A large number of these machines have lately been placed on the market, meeting with perfect success. Parties using them say that it is astonishing how the Cigar Seller increases their trade. The machine is entirely new, having first been placed on the market October 15th, 1896, since which time the sales have been unprecedented.



We show a front view of the machine containing a box each of five and ten cent cigars; also showing the money along the glass front of the machine. The object in thus keeping the money in view is to prevent unscrupulous people from trying to work the machine with spurious coin. The star shown in front is an arrangement to induce people to buy cigars from the machine. The purchaser besides always getting one cigar for his money, stands a chance to win from one to five extra cigars. This give-away will average about one cigar in ten. No law can prevent a man from giving away extra goods if he gives the worth of the money besides; but the machine can be used without the star if so desired. Price, \$12.50

This ad from an Ogden & Co. Supply catalog shows how the machine was sold as a trade stimulator. The machine always gave out a cigar for a coin – was it gambling at all? The winner was paid by the store clerk. How many machines were sold? Hundreds, thousands? We'll never know.



Verdon's Twisters Cigars



Here's another cigar machine that has glass -- etched glass with stylized lettering, that is. A cigar box is not inside the machine in this photo. It would rest upside down over five push rods that would sequentially push a cigar out the side as the key is turned by the customer. Only one Verdon's exists. ca. 1905.

Mystery Cigar Vender



No historical facts are known about this sizable oak and glass cigar vender. But from the way it works we can say that it wins a Ridiculous Award. A nickel is deposited in the upper coin slot -- the lower slot is a coin return -- and the knob is pushed in. Pulling on the wire handle draws the standing cigar box over a slot that allows a cigar to fall into the tray. Simple enough, except that the pushing and pulling effort, especially if the nickel doesn't drop perfectly, can cause the machine to slide around the counter, making cigar buyer and owner very nervous. ca 1902. One known. 21"h.

The Automatic Cigar Salesman



This stately cigar vender was a popular model for upscale locations such as hotels, restaurants, bars, and fancy cigar stands. It came in several different sizes, from this three box model up to a 10 ft wide 8 box cigar "store".

The reliable mechanism uses gravity to feed the cigar from the box into a roller and into the chute. Nickel, dime, and quarter mechanisms could be setup as desired. Front access for the operator was easy because of a hinged curved glass top and a coin box drawer on the bottom. Standard Vending Machine Co, Hazelton, PA. Patented May 5, 1914. 5'h.

The Duplex Cigar Vendor



The dazzling Duplex Cigar Vendor walks off with the Sublime Cigar Machine Award because it far surpasses the other counter-top cigar venders in size and novelty of design. This 3'-ft wide self-service cigar store offers three brands on the left side for 10¢ each or three for 25¢ and three brands on the right side for "10¢ straight." Thus the name "Duplex." After inserting a coin, the customer makes his choice by turning the lever left or right. The matching shutter opens to reveal a knit mitten into which the buyer inserts his arm. He grabs his cigar(s) and places them into one or three compartments that open on the center shelf. Returning the lever to the upright position closes the shutter and drops the cigar(s) into the chute.

Mechanically suave as it is, the Duplex is quite operationally naïve and earns a Ridiculous Cigar Vender Award too. As if the customer would stop and read the voluminous directions, it says, "Read These Directions Carefully" and then threatens, "The cigars must lie wholly in the openings, for otherwise they will be mutilated" -- a great potential loss to the merchant indeed. And inside the machine, advice to the merchant says, "Too great care cannot be taken in keeping the mittens fresh and clean." It was the customer, however, who could do the cleaning simply by ripping open the delicate mittens and stealing all the cigars -- while the merchant wasn't looking, of course. The Duplex was an artistic achievement and a commercial failure.

This piece was purchased from Bernie Zipkin at his Mahopac Farm Museum Auction in 1997. Bernie said he bought it from the granddaughter of the inventor, D.K. Jackman. She brought it to him desiring it to be in a museum environment and is the sole survivor of only three made.

It appears that Mr. Jackman copied the glove idea from a Nov. 7, 1899 patent design of a square floor model cigar machine invented by G. E. Ford. It used a single glove located on its top reaching downward. In both models the idea was that the customer could handle and examine the cigars prior to making a selection. Mr. Jackman must have lost money on his Duplex folly. The Duplex Vendor Co., Poughkeepsie, NY. Patented July 5, 1904. 24"h x 42"w.

A panoply of cigars is literally within the customers' reach. The patent drawing shows 4 boxes arranged vertically on each side but the mittens were made too short to grab the rear cigars. So an upper shelf was added and only six boxes are displayed. Because the boxes are not fastened down, they can be easily pushed into disarray and the cigars ending up all jumbled.



The machine came with an extra pair of mittens so that a clean pair was always handy. Exchanging them, however, was a difficult and awkward procedure that required reaching deep inside from the back, removing boxes, unscrewing several knobs, and very carefully making the switch.



And the winner of the Ridiculous Cigar Machine Award goes to the Vandiver Cigar Vender! Here's the most unexpected technique ever employed to vend cigars. The Vandiver attracts the customer with a beguiling display of three brands of 5¢ smokes. But by making a purchase, the buyer becomes a cigar vandal.

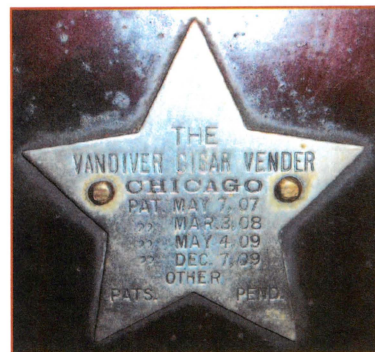
After depositing a nickel in the front, a bell rings to alert the storekeeper of a pending sale, and a plunger carriage on wheels is released. The buyer rolls it over his selection, pushes down and stabs a cigar with a needle at the bottom. Returning the carriage to the front releases the "hanging by a needle cigar" with a HOLE in its middle into the tray!

Were cigar band-aids given free? Never mind the missed, chopped, and broken cigars remaining inside that cost the store dearly. This cigar machine idea goes wide of the mark, so to speak. Manufactured by the Star Novelty Mfg. Co., Chicago, 1911. So far, this is the only example that has survived. Patented Dec. 7, 1909. 17" h x 29" w.

The Vandiver Cigar Vender



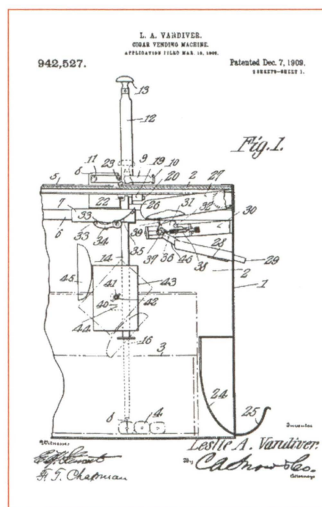
The direction sign on top refers to this side as the front.



Mr. Leslie A. Vandiver, a dentist by trade, invented several other cigar machines that were patented. He must have seen gold in them thar cigar hills. He died in 1941 owing quite a lot of money to a family member.



The nickel ricochets off the bell and into the pay cup that pivots to empty. The cigar engaging mechanism works well when the needle is stuck into the middle of the cigar. But when it's hit close to the side, especially with force, a gash can result that can make the cigar useless to smoke! The store operator had to watch out for customers poking around and vandalizing the cigars inside the box. The cigars sold in the Vandiver should have come with bull's eye spots!



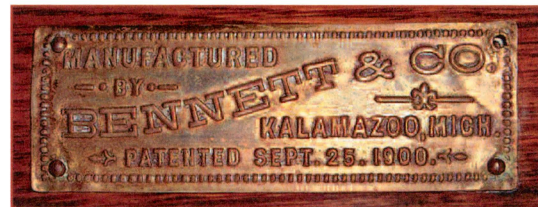
Mr. Vandiver's cigar stabbing machine patent. He continued to develop this strange idea and in 1914 patented a two-needle version and a swinging plunger version

Bennett Silent Salesman No. 3

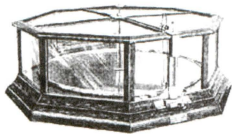
Help yourself to get a fine cigar. If you're mechanically inclined that is.

This handsome cigar vender has a delivery system unlikely to get out of working order because the patron does all the work: with the wire tongs on the top, the customer grabs a cigar from a choice of two nickel brands and places it into a groove behind the front glass. A nickel is dropped in the top slot and the knob is pressed down. The drawer is pushed in and returns with the presented cigar. The Bennett gets a Ridiculous Award for making the customer stand in as a mechanism.

The proprietor must work hard for his reward too: in order to retrieve his coins from the cash box located inside the hollow bottom, he must lift the machine up in the air or teeter the machine on the edge of the counter. This is clumsy and difficult. Made of polished oak and glass, three models were offered. The Bennett & Co of Kalamazoo, Mich., was rewarded a patent on Sept. 25, 1900. About 10 survive in total. 12"h.



All the Bennett cigar machines were tagged as such.



SILENT SALESMAN No. 1

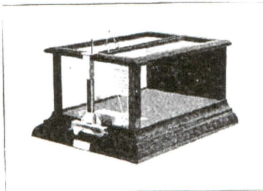
Your customer can help himself and have his choice of any cigar in the case, by dropping a nickel in the slot. If you chance cigars, it will double your cigar trade. If you do not, why not? This case will sell from 300 to 500 cigars each week. Requires no clerk, no extra fuel or lights, and is continually picking up the profits.

Every drug store, grocery, haberdashery, restaurant, hotel and cigar store should have one. Especially adapted to club and lodge rooms.

Do you realize that even 50 cigars each week pays for a profit of at least \$25 a year?

PRICES ON NEXT PAGE.

2



SILENT SALESMAN No. 2

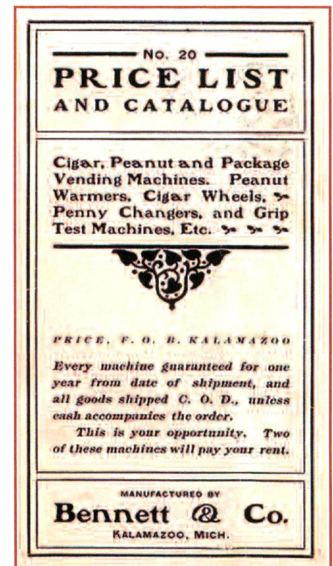
No. 1, 3 feet Octagon, holds 6 boxes cigars: PRICE, \$12.00.

No. 2, 15 by 24 inches, holds 4 boxes cigars: PRICE, \$10.00.

No. 3, 15 by 14 inches, holds 2 boxes cigars: PRICE, \$8.00.

3

Nickel coins were often spelled as "nick-le" coins. Sometimes "5¢ Nickel" helped make the point.



Bennett & Co was a prolific maker of gambling, vending and amusement coin-op machines.



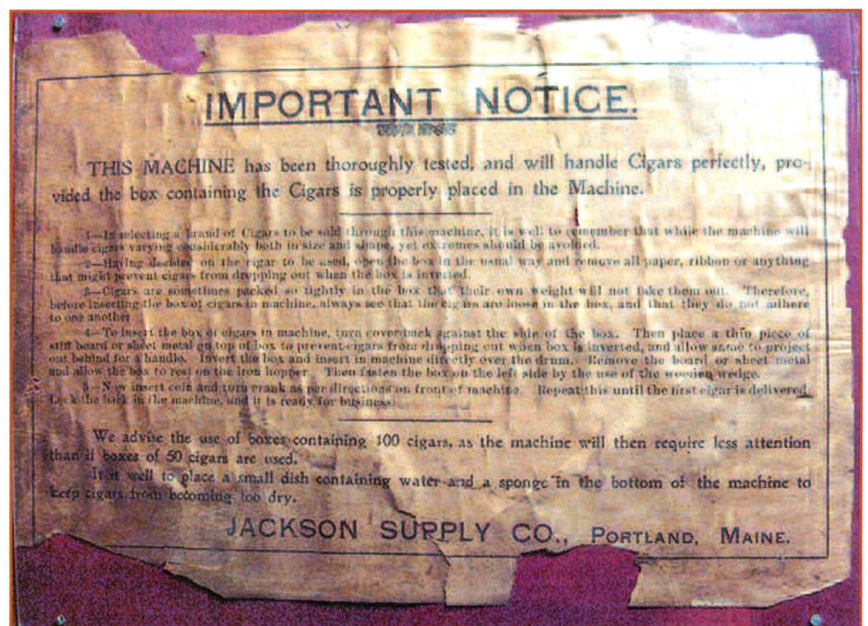
The Honest Clerk

A trustworthy clerk is hard to find, so meet The Honest Clerk, proudly declaring its incorruptibility to all. This handsome clerk strives to assure the shopper that he is getting good cigar value for his money and that the cigar will be reliably delivered.



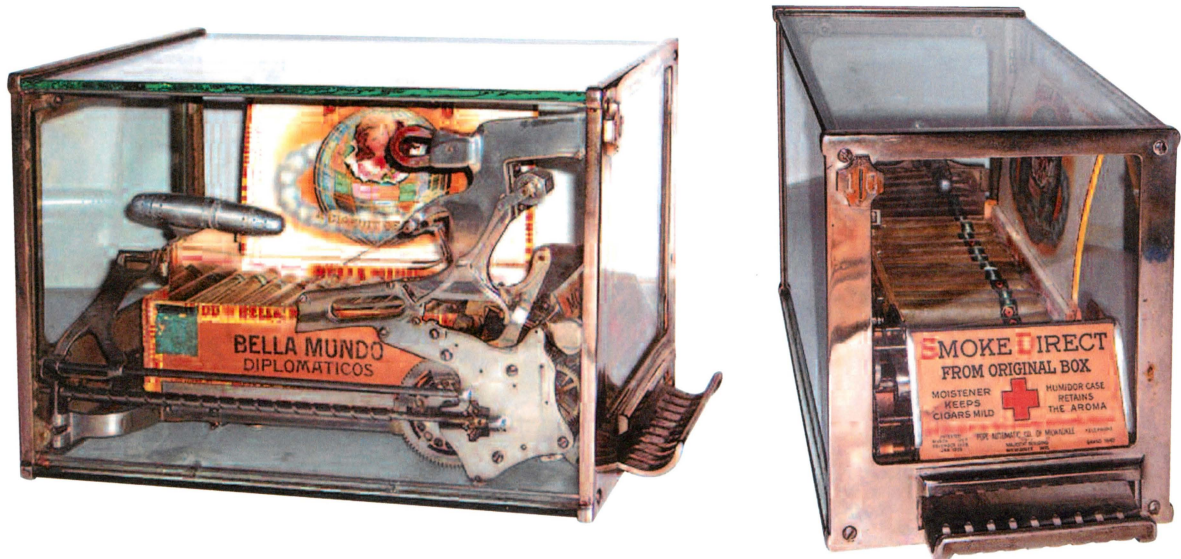
In this example, selling "La Flor de Lincoln Cigars" for a dime, you couldn't relate more honesty than that! "Insert Coin, Turn Crank," and a revolving grooved drum collects a cigar from the box inside and drops it into the tray. This machine was a favorite on the bar in many saloons and, after 100 years, the machine still works, honestly. The cast-iron case is attractively decorated with raised Victorian flourishes in red enamel on gold. Made in 1905 by the Jackson Supply Co. of Portland Maine, around twelve 5¢ and 10¢ Honest Clerks truthfully live on in antique coin-op collections today. 14"h. A top Sublime Award cigar machine.

"It is well to place a small dish containing water and a sponge in the bottom of the machine to keep cigars from becoming too dry." This advice is why many of the surviving Honest Clerks have rusty bottoms.



The Pope Automatic Cigar Seller

"Smoke Direct From Original Box" advertises the Pope Automatic Merchandising Co. of Milwaukee, Wis. With everything visible, this classy, glassy, cigar vender dispenses a mechanical show along with each cigar. Simply drop in a dime and a fresh cigar is delivered automatically. That's it! No fuss, no muss for the customer.



How? The coin releases the stored energy in the spring-wound clockwork motor. A paddle pushes the cigars toward a slotted roller that spills a stogie into the tray. Voila! One winding of the spring is sufficient to vend the entire box of cigars. The movement of gears and cigars provides a moment of entertainment and makes for an easy & delightful cigar buying experience. Top rated Sublime Cigar Vender!

"Humidor Case Retains Aroma" the sign says, referring to the sealed glass box. And "The Moistener Keeps Cigar Mild" relates to the aluminum cigar with a wet sponge inside to provide humidity. Manufactured by the thousands in nickel and dime models, its fragility makes it rare today. A white porcelain front version also exists. Around 15 are known. Patented Jan. 19, 1909. 10" h.

This urbane sales hustle of 1909 is very similar to today's internet ads for modern cigar machines. The cut shows the machine selling "New Bachelor" cigars. "You see it work through the Plate Glass Case."

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WE want men with brains as well as money—men who are capable of handling big deals. To all of you who can fill these qualifications, we offer unlimited opportunities—we offer you exclusive control of a system of **Pope Automatic Cigar Selling Machines** in whatever unsold territory you may choose.

Immense profits were made last year on cigars sold in America alone. Far more money is spent on cigars than on gum, yet millionaires have been made through penny vending gum machines. Can't you see how much greater the possibilities are of nickel, dime and quarter vending cigar machines?

Pope Automatic Cigar Seller

This new automatic wonder has been pronounced the most perfect vending machine in the world by the country's leading gum machine manufacturers. He figures that the patent alone is worth at least \$4,000,000.

Pope machines are attracting favorable attention everywhere. Within a short time they will be in practically every drug store, hotel, railway station, theatre lobby, restaurant, cigar and candy store in the country. They increase cigar profits by eliminating heavy expenses—they turn expense accounts into profit accounts—they insure cash sales.

The machines are expertly made, beautifully finished, and prove an irresistible attraction wherever they are placed.

Pope machines have a trade compelling power that attracts money the cigar smokers never spend get. They sell any kind of cigars—always keep them fresh—have no levers to get out of order, and no complicated parts to cause trouble.

The vending rights on our machines are so profitable as to that we have retained a large interest in the country's leading gum machine manufacturers. Every City and Habitation are taking on a big business. New York City, Rochester, N. Y., Seattle, Wash., Atlanta, Ga., and many other large cities have also taken a big interest in our machines. An attraction of \$1,000 to \$50,000 is a small day of sales to go into business.

FREE BOOK TELLS HOW. Write for our free book. It contains complete details and possibilities in this new business. We will explain selling plans that show you how to get 100% for every cigar sold. We will show you how to get the best results and how to get the best results. We will show you how you can handle your business without any other expenses. We will show you how you can handle your business without any other expenses. We will show you how you can handle your business without any other expenses.

Pope Automatic Merchandising Co.
Corn Exchange Bank Bldg., Dept. C, Chicago

The Little Clerk Cigar Vending Machine

Own your salesman and pay no salary was the promise to the store owner for buying this machine from the Bishop & Kline Co. This diminutive employee did not eat, drink, or sleep on the job, nor complain about working conditions. It just tirelessly sold B&K's Choice Cigars for a nickel at a time. The cigars are installed vertically in a tube drum that rotates with each sale, dropping one into the opening. The lower left window shows the last coin deposited for slug detection and the window to the right displays the word OUT when the machine is empty. Marketed by Bishop & Kline to sell its own brand of cigars, there are still five, but now retired, Little Clerks. 1914. Ht: 17".



CIRCULAR NO. 2

THE "LITTLE CLERK" CIGAR VENDING MACHINE

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The customer places a nickel in the slot, presses the plunger and gets a first-class cigar without waiting.

The proprietor or clerk need not leave the customer whom he is waiting on, nor need the smoker wait until proprietor or clerk can attend to him, for the "Little Clerk" is always ready to wait on him.

It will greatly increase the cigar trade of any dealer.

All cigars for this machine are put up each cigar in a separate tube, thus preserving their flavor and original shape, and are not pressed together as in an ordinary box.

Size of Machine, 11 inches Square and 17 inches High
Is Made of Quartered Oak and Handsomely Finished.

PRICE \$20.00

BISHOP & KLINE, ST. LOUIS, MO.

CLAS & KUTCHER

The proprietor or clerk need not leave the customer whom he is waiting on, nor need the smoker wait until proprietor or clerk can attend to him, for the "Little Clerk" is always ready to wait on him." How quaint now, but at that time labor shortages meant lost sales and vending machines became an additional source of income that did not require paying a salary. The concept of "Automatic Retailing," as this promotional brochure foreshadows, developed as the rising cost of rent, selling expense and competition forced storekeepers to reduce business overhead.

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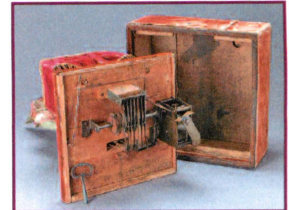
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A vintage mechanical device, possibly a camera or projector, with a long horizontal arm and a vertical stand. The device is mounted on a tripod-like base and has a complex internal mechanism visible through a transparent section. It is positioned on a light-colored surface against a plain background.

I Love 1940's - 1970's Arcade Floor Models & Advertising Display Automaton



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- Ball Grip Lifter
- Ramasees
- Mutoscope - Clam Shell

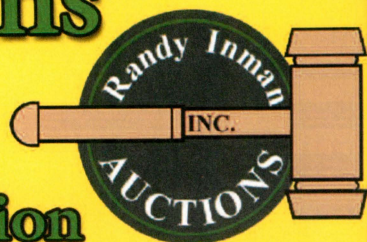
Advertising Display Automaton - Electric
e.g. Laughing Sal

Orchestration
e.g. KT - Special, Mills Violin Virtuoso

Large Magician - Circus - Burlesque
Posters or Carusel Fixtures

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Animated Advertising & Clocks



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Sold \$34,100

When It's Time To Sell a Piece or a Collection,

Sold \$21,450



Sold \$22,550



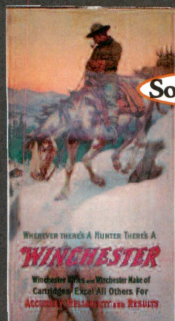
Sold \$7,205



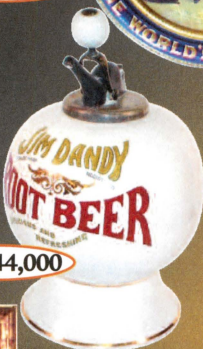
Sold \$2,420



Sold \$3,080



Sold \$2,420



Sold \$44,000



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Sold \$9,400



Sold \$3,450



Sold \$2,070



Sold \$1,650



Sold \$4,290



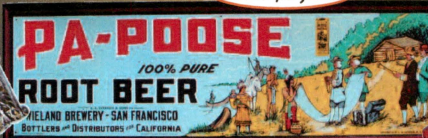
Sold \$6,325



Sold \$3,410



Sold \$4,730



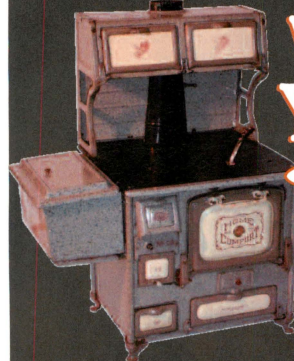
Sold \$5,225



Sold \$5,310



Sold \$1,320



Sold \$9,350



Sold \$1,375

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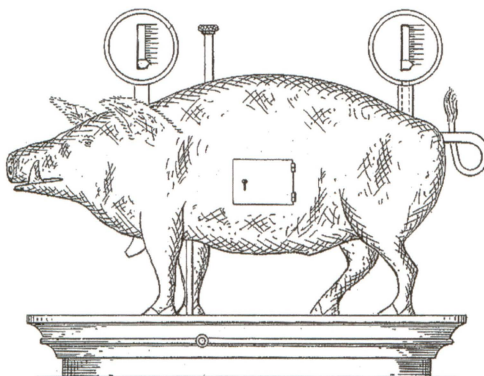


**Cognac Venders and
Other Oddities**

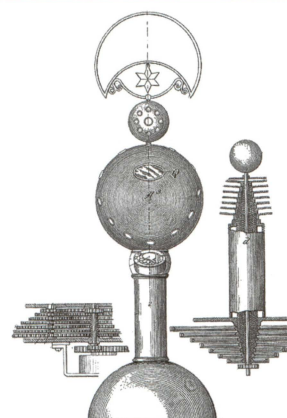
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**Do you collect similar coin-ops? Look for me at the
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Offers may expire or change without notice. Call me.



Results: Victorian Casino Auction

by Alex Warschaw



It was a full house for the Spring Victorian Casino Antiques Auction held on April 16 and 17, 2005 in Las Vegas, Nevada. An original Caille roulette that has been in an Elk's lodge since 1938 sold for an astonishing \$225,000 dollars. A Caille double with music sold for \$148,500. Other single uprights ranged from 15 to 35 thousand dollars. Arcade was also strong as an aviation striker sold for \$24,200 and a monkey climb sold for \$7,700. Vending also had a strong showing when a tall case porcelain pulver (Uncle Sam version) sold for \$12,100. All prices have the 10% buyers premium already added in. The next sale will be held on October 15 and 16, 2005 at the same location. For further information you can visit their web-site at vcauction.com or you can contact them at 702-238-2466.

WICHITA AUCTION - A HUGE SUCCESS

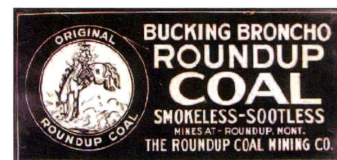
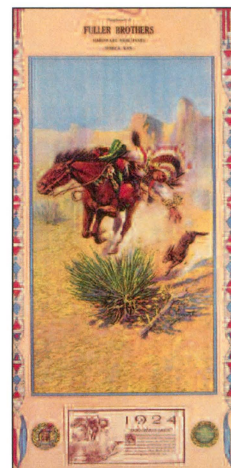
by Mike Eckles

On April 1, 2 and 3, 2005 *Showtime Auction Services* held the Norman Rubenstein collection Auction in Wichita, Kansas at the Cotillion Ballroom. People came from all corners of the United States and there were over 1,200 registered ebay bidders along with over 100 phone and absentee bidders.

This enormous collection included many rare and superb-quality items in a wide array of categories. There were over 5,000 items in over 1,800 lots sold over the three days.

Some highlights: Frank Polk Slot Machine Figure of John Wayne \$73,160.; A cigar store Indian figure \$57,500.; Sleepy Eye flour sign \$18,150.; Mills Punching Bag \$18,700; Firehouse gong Bell \$14,300;

Log on to www.ShowtimeAuctions.com for more results or contact Michael Eckles at 909-453-2415 or email: mikeckles@aol.com.



Long Live “THE KING”

by Jeff Frahm - Two-Bit Restorations, Prescott, Arizona

Although it wasn't the first cash payout roulette machine, Caille's "ROULETTE" of 1904 is considered by most collectors to be the greatest coin op gambling device ever produced. Its predecessors, the Mills Roulette of 1902, the Foss Novelty Roulette of 1901, and the Marshfield Roulette of 1900, while being in the ultra rare category, still don't compare with the breathtaking ornateness of this giant of the coin op collecting field. When the Caille Roulette and its redesigned followup, the "PEERLESS" of 1907 started changing hands back in the 1970s, it was instantly recognized that these machines commanded prices that were then considered to be in the stratosphere. Machines bringing over \$10,000 were unheard of. But those strong prices brought at Roy Arrington's auctions back then have continued to remain true. Investment in the "big guns" has proven to be very lucrative. Last April, The "Victorian Casino Antique Auction" held in Las Vegas generated a considerable amount of excitement and interest when an East coast Collector brought down the gavel at a whopping \$225,500 (including auction fees) figure on a quarter Caille Roulette that had resided in the attic of an Elks Lodge in Sterling, Colorado. I, along with a few other collectors, had known of this hidden treasure for many years, but not until a tip off to a serious collector in Kansas, who got the ball rolling, did the club decide to put their old machine on the auction block. That whole story would take too much space here to recount, but suffice it to say, once this machine saw the light of day, the race was on.

Once the final bid was made and the machine was paid for in full, I was given the privilege of driving over to Vegas to pick it up for its new owner. The decision had been made to bring it back to my shop for a complete assessment as to what should be done with this very historical machine. It was mutually agreed that the external condition was too beautiful to warrant a total restoration. The cabinet and castings still had that fabulous patina

that not only showed its age but still reflected the grandeur and character of this 100 year old antique. If this machine could only talk, what tales it could tell, of the people and places that it had come in contact with. The Club had acquired it along with some other three reelers back in 1938 from a route operator and the original bill of sale still exists and came along with it.

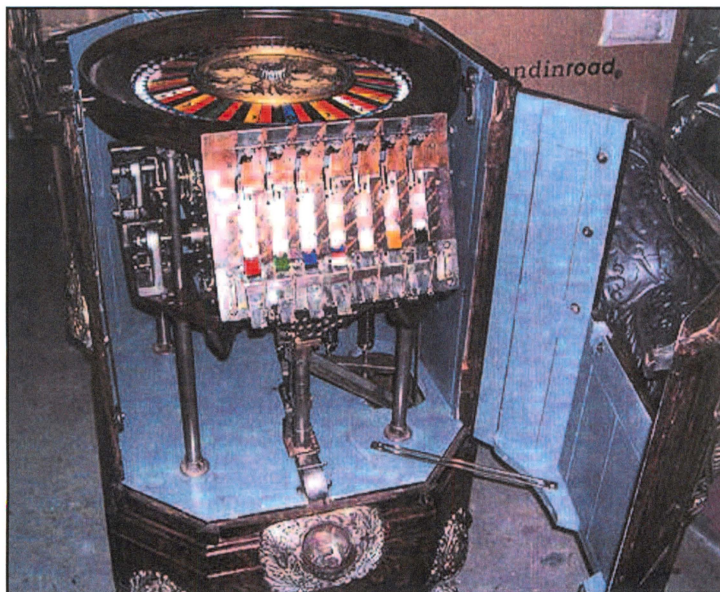
The next consideration was its condition on the inside. A great old machine like this deserves to be in top working condition to allow its new owner to show it off properly. There is nothing more frustrating than showing off a "killer" machine and it jams up or won't payoff properly when a winner is hit. Well, the "Roulette" worked adequately when it arrived here, but when I opened up the cabinet, I immediately observed obvious rust, corrosion, 100 years of dirt and grime and some inexperienced mechanic's "spit and bailing wire" repairs that had been done over the years. This kind of "in house maintenance" shows up all the time when restoring machines of this vintage. My past forty years of experience doing slot machine restoration work as a full time business would again be put to the test. At first glance, the mechanical innards of the "Roulette" can be quite intimidating. But having restored numerous uprights of this period over the years, I was very confident that this great old machine could be brought back to its former glory of over a Century ago. The "Roulette" had an eighty pocket wheel when Caille first introduced it. It was rumored to be very cantankerous and tough to keep going. That's why Caille re-engineered the entire mechanism and reintroduced it as the sixty pocket machine they renamed "The PEERLESS" in 1907. Much of the later version was greatly improved so that it would be more reliable on location. Knowing that this was the early version, serial # 21, I had my work cut out for me.

Careful study revealed many extremely worn out parts that would need to be rebuilt in order to bring them back into specs. A total mechanical tear



down was warranted. Because this mechanism is extremely heavy, a hydraulic lift cart came in handy. Once on the bench, individual parts assemblies were systematically removed, photographed, disassembled, bead blasted, cleaned, repaired, polished and restored back to their former like new condition. Many years of “backyard mechanics” repairs needed to be corrected so that it played again like the day it left the factory. Devoting several weeks of night and day efforts payed off when I finally dropped several quarters into its massive seven way coin head and gave the handle a crank. The gears and cams all spun around, the wheel lifted

and spun, sending the steel ball on its way. After bouncing around in its characteristic manner, the ball finally came to rest in a winning pocket and the quarters came spitting out into the payout cup in the correct amount. My heart was pounding like a young kid on his first date. Getting to see and play a Caille Roulette is a pretty rare experience, but getting the privilege of restoring one is something that I’ve longed to do for as long as I can remember.



Well, now all that is left to do is get it off to its new owner so that he can experience the same thrill that I have had. This Friday, the freight company will be picking it up to transport it across country to its new home.

What’s next, well I’m finishing a Fey Duo for another customer and I have another Bally Reliance and four Mills Uprights staring me in the face. There are still great machines out there to be found. Hopefully, some of them will find their way into my shop to be brought back to life. My customers do keep me busy.

the DURHAM CORNER

by Ken & Jackie Durham

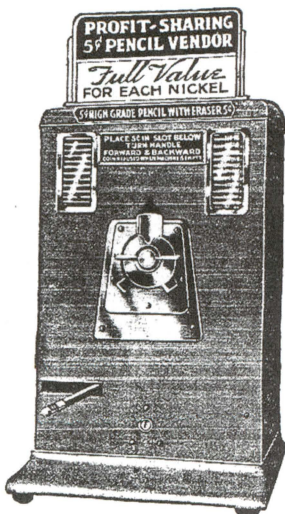
PENCIL VENDOR OR TRADE STIMULATOR

Is it a pencil vendor or is it a trade stimulator?

You will remember that most trade stimulators gave the player a gumball so that they could say the machine was a vending machine and not a gambling device. The spinning wheels were just for amusement because the machine was really a vending machine. But, most players never took the gum.

Since trade stimulators never had a high payout rate, some players stopped playing them. To entice the players back, manufacturers started offering them something substantial for their coin.

The 1930's Profit sharing 5¢ Pencil Vendor gave the player a lead pencil each time he played. Everyone could use a pencil even if he didn't want a gumball. To stimulate sales and entice the gambling urge in all of us some of the pencils had trade award labels attached to them. Awards ranged from 10¢ to 50¢.

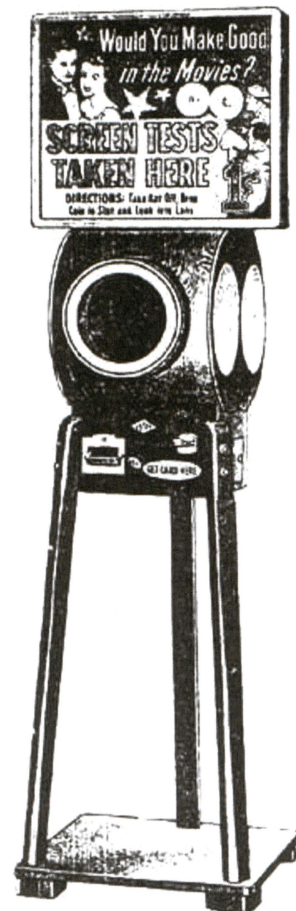


Since the pencils only cost 1¢ a piece and not many awards were handed out, the Profit Sharing Pencil Vendor was almost as profitable as most other trade stimulators...and most importantly, for those worried about the law, the machine looked like a vending machine and not a gambling device.

UNIQUE COIN-OP... SCREEN TEST

Why go to Hollywood for a screen test? Old and young can now find out how they rate as movie stars - each player gets an interesting report from the Casting Director.

The player puts his coin in a machine that looks like a big movie camera with a bright electric sign on the top. The player looks into the lens and sees his face change from dramatic to comic, from sad to glad and then finally receives a card which tells him what his chances are to get into the movies.



Spring-Like Temperatures Heat Up Activities at Chicagoland Coin-Op Show

by Jack Kelly

Temperatures that peaked in the 60s welcomed buyers and sellers to the semi-annual Chicagoland Antique Advertising, slot machine and juke box show April 9-10 at Pheasant Run Resort, St. Charles, Ill.

Those who wanted a headstart paid a \$50 entry fee to view the show early on Friday, April 8.

The show was a double event of sorts for Tom and Sue Geringer of St. Charles, Mo. The couple celebrated their 30th wedding anniversary by purchasing a custom-made 6-foot-tall hand carved wood cowboy with an antique slot machine built into his chest. The cowboy, complete with real Stetson hat, was created by Richard DeLong of Johnsonburg, Pa. The Geringer's were all smiles when they first saw the cowboy, prompting Tom Geringer to state, "What a piece of art it is."

DeLong also offered a group of other lifesize figures, complete with slot machines, including Indians, pinup girls and rock'n roll singer, priced from \$5,995 to \$7,995.

Three Indians of a different sort, Jennings 4-Star-Chief slot machines, could be viewed at the booth of Ron Pepsnik, Rutledge, Tenn. The trio featured the well known "hunting scene" showing chrome Indians in action on the 1940s countertop slot fronts in nickel, dime and quarter play. They were offered as a group for \$8,750.

Restored juke boxes of all ages were presented by brothers Bob and Richard Sandage of Louisville, Ky. Many stopped to admire and play their 1954 Seeburg "W" for \$5,800 and 1953 Seeburg "C" for \$6,000. At the same spot, a 1950s VMC 44 7up pop machine could cool the soda at your place for \$3,800.

Dealer Bud Meyer traveled to the show from Castro Valley, Calif., and shared a booth with Carl Lepiane, Los Gatos, Calif. Meyer offered a fully restored 1905 16-inch-tall Mills Jockey wood and metal countertop 5-cent trade stimulator for \$5,400

while Lepiane showed off a 6-inch-tall tin litho German combination savings bank/vendor, circa 1910, for \$600.

A slot machine that simulates a dice playing craps game caught attention at the booth of Alan Sax, Long Grove, Ill. The 1930s Bally Reliance could grace your recreation room for \$16,000. At the same spot, an early cast iron operator bell slot machine was tagged at \$8,800.

Fine antique advertising filled the booth of David Hirsch, Morton Grove, Ill. The dealer pointed with pride to a 13-inch Tom Moore Cigar tin litho serving tray boasting "8 colors in pristine condition." The 1915 tray could be taken home for \$1,900. The dealer also offered a 1910 Bamboo Coons Candy box for \$350 and a 1950s Hopalong Cassidy Potato Chip can complete with original lid for \$350.

George Budzik and 26-year-old daughter Rebecca drove a short distance from Munster, Ind., to offer more than 100 gumball and peanut machines priced from \$10 to \$1,200. The \$1,200 machine was a 1920s Blue Bird Penny Drop that combines a gambling element while offering a gumball for one cent. Those "with a \$300 budget" could choose from a 1936 Tom Thumb or 1920s Grandbois, Kalamazoo gumball machine.

David Close of Inner Grove, Minn., combined vintage coin-op and advertising items. They included a restored 1930s Simpson 1-2-3 gumball machine, \$575, and a 2-by 2 1/2 foot-long 1920s Recruiter Cigars advertising sign for \$475.

"We've been after that for 25 years," said dealer Leonard Goedken, pointing to a 10-foot-tall mahogany candy store cabinet, complete with original stained glass. The 1890s Frank Lloyd Wright style cabinet was purchased in Winonna, Minn., and priced at \$14,500. Goedken and brother Paul, of Guttenber, Iowa, also showed a pair of 16 x 16-inch early 1900s stained glass panels for \$895 and

a 1912 Menomone table fan with brass blades for \$750.

Restored full size vintage gas pumps filled the booth of Sam Newman, Huntley, Ill. They included a Phillips 66 for \$3,200 and a Mobil Gas for \$2,700. Newman said it "took about eight weeks of on-and-off work to complete each pump" and had seven different models on display.

What some experts call "one of the oldest coin op device in history" was brought to the show by Larry Vedas of Highland, Ind. The 5-by 9-inch brass "Honor Box" offered a pipefull of tobacco with customers leaving a coin in the box slot. Since the user could some times take the tobacco without payment, it became known as the "Honor Box."

Basketball fans of all ages hovered around the booth of Art Herzog of Flushing, Mich., to admire and play a 1920s "Play Basketball" game. The penny operated 22-by 10-by 20-inch glass enclosed basketball court could be taken home for \$1,150. "I've got one at home and the neighbor kids still play it," said Herzog.

Pinball games of all ages were shown at many booths, including the 1976 favorite Captain Fantastic, which features pop singer Elton John. "You can play it at home for \$1,500," said Chris London of West Plains, Mo.

One of the most popular pinball games of the show was designed after the television show "The Sopranos," and several reportedly sold for more than \$3,000 each.

Many dealers like Paul Hinden of Mequon, Wis., came to the show to both buy and sell. Hinden said, "I purchased a couple of rare machines at the show including a Pulver vendor with animated Uncle Sam character and a cast iron Columbus 'L' for my collection." At his booth he offered a 1910 "Electricity is Life" penny counter-top machine that gave the customer a jolt of battery powered electricity. On the front it stated, "The more you crank, the more juice you get." The 18-inch-tall device would give you a jolt in your own home for \$6,500.

"I made plans to meet a collector here from Cheyenne, Wyoming," Said Roger Hilden of

Minneapolis, Minn. Hilden, who specializes in coin operated countertop gun games, said he picked up five partial games in the transaction and traded the collector for one complete working model. Hilden who operates Crow River Trading Company from a Website, said, "The show gave us a base to meet and transact the deal."

"You could speed home in style with that one," said one shopper pointing to a fully restored 1954 Allstate Vespa Motor Scooter. The 125cc street machine, offered by D & S Auto Body, Addison, Ill., could be ridden away for \$3,500. At the same spot, a fully restored 1950s Model 81 Coke machine was priced at \$4,500.

Many shoppers stopped to admire and sit in a custom couch, made from the rear section of a 1957 Chevy automobile! "Two weeks ago it was a full car," said Josh Kreuder of Classic Couches, Chadwick, Ill. The '57 Chevy couch sold at show opening for \$4,500. The dealer also offered a 1959 Chevy couch for \$4,750.

John Carini wore three hats to the show, as a dealer, collector and book author. The Milwaukee man is the author of "The Pocket Guide to Coin-op Vending Machines" from Schiffer Publishing. Carini's 16-year-old son Nick, a 4-year-veteran collector, helped Dad man the booth and "took some time to shop the show."

The April show was the second event for the new owner/promoter team of Kevin and Dawn Greco, and Bob and Penny Traynoff.

Any plans for changing the show on the horizon?

"We're considering an expansion into the Dupage Expo Center across the street from Pheasant Run," said Kevin Greco, adding, "It would expand the dealer count, and possibly as early as the next show." He added that a questionnaire will be sent to current dealers asking opinions about ideas for coming events.

The next show will be held Nov. 12-13 at Pheasant Run Resort, 35 miles west of Chicago.

For more information visit www.chicagoland-show.com.

Higher gas prices didn't seem to slow the dealer count seen setting up April 9-10 at Pheasant Run

Resort, St. Charles, Ill., semi-annual Chicagoland Antique Advertising, slot machine and juke box show. "This show has a reputation for bringing out the darndest oddball things you'll ever see anywhere" said one visitor as he entered.

License plates showed vendors from California, Florida, Arizona and many eastern states, as well as the midwest. Others used the airlines to fly in from Italy, England, other points of Europe and Australia.





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ANTIQUE SLOT MACHINE & GAME ROOM SUPER SHOW

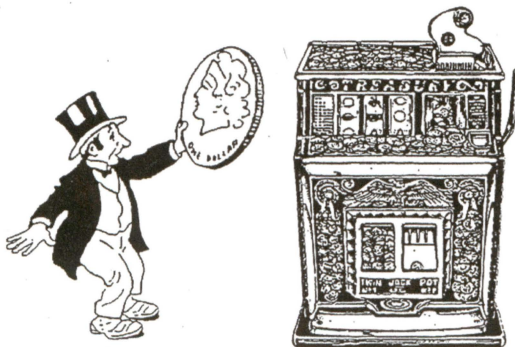
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- *Pinball Machines*
- *Mechanical Music*
- *Scales*
- *Neon Signs*
- *AND RELATED ITEMS*

- See, hear and purchase Jukeboxes from 1940's and 50's.
- Become the owner of a genuine antique "One Armed Bandit".
- Start your collection or add something new to it this weekend.



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ONE DOLLAR OFF EACH ADMISSION WITH THIS AD

THE WILDCAT

by Bill Howard



To my knowledge, there are two known examples of this wonderful machine. I own the one pictured here, and the other example was owned last I knew by the late Ken Rounds. To play the machine, you insert a penny and pull the plunger on the right side of the cabinet, causing a gumball to vend and a penny to be put in play. It is then hit by a lever also on the right side of the machine. If the penny ends up in the top hole, it falls into the gumball receptacle and the player gets his penny back along with the gum.

I, as well as Tom Gustwiller and Dick Bueschell, once thought this machine, whose manufacturer is unknown, was manufactured in 1931 at the time many other such whirlwind-type machines came on the market (see "For Amusement Only," page 204, and Dick Bueschell's trade stimulator book, page 173.) This mis-information clouds both the significant impact this machine has had on the later emergence of the whirlwind-type machines, as well as its unique qualities.

First, merely looking at the Wildcat pictured should eliminate that it is a 1930's machine. It is made well, with a solid wood case and a side plunger that activates both the putting of the penny into action and the vending of the gum. No sheet metal or turning action common to all 1930's whirlwind-type machines is present. The machine is also much larger and attractive. It also displays and vends gumballs. And it has a pennyback feature very uncharacteristic of 1930's post-depression machines. Rarely did machine owners in the cruel grip of the depression want to give any precious money back. This machine resembles the great Exhibit Supply counter top machines so sought after today that were manufactured in the mid to late 1920's. Most importantly, this machine features something long banned by 1930 but preva-

lent in the 1920's - a cup that both vends confection and your penny if returned. This obvious unhealthy practice was long gone by the time the 1930's came, just as the lung testers had been banned years earlier when the unhealthiness of a common mouthpiece was exposed.

I wised up when I considered parting with this machine recently. It's so wonderful to play and had little in common with the cheaper, more limited whirlwinds of the 1930's. When I checked the above sources, it just didn't make sense. When I checked my only known ad for the Wildcat, the real story of the Wildcat became obvious. A copy of the ad is also shown with a picture of the Wildcat, and its specifics are most important.



THE "WILDCAT"

Something NEW -- Something Different
Something that has REALLY
been tried and tried and tried

For a Steady Ball Gum Vender this cannot be even equalled--
Remember this machine has been operated ON LOCATION for THREE YEARS before being offered to you--

Write for illustrated circular at once.
"The only machine you cannot gamble with."
JOHN GOODBODY

1826 East Main St.

Rochester, N.Y.

Who was John Goodbody? He was a national, large distributor of machines from New York State who wrote many articles in the trade journals Automatic Age and Coin Machine Journal in the 1920's and 1930's. He did not manufacture machines, so the identity of the Wildcat's manufacturer remains unknown. Since Goodbody did not as a general rule sell his machines, but preferred to make them available exclusively to his location customers, it can only be assumed that he had this machine manufactured for him so he could supply or lease them on location for a share of the profits. In any event, it is clear from his ad that he had been placing his machines on location at least three years before 1931 and that they had not been otherwise available or "for sale." But now it's 1931 and his Wildcat machines are probably unhealthy

(The Wildcat - continued)

and illegal. I cannot imagine anyone wanting to “eat” their investment, particularly during the depression. So why not change and “sell” this problem ASAP and liquidate your potential loss.

Further, what was to stop anyone from pirating all the unique qualities of this illegal and unsaleable machine in 1931 by mass producing cheaply made sheet metal machines that at the same time do not make them unsaleable or less profitable - simply stop the gum vending feature, or at least reroute the gum, and eliminate the penny back feature? Presto! A 1931 flood of whirlwind machines appears.

It's interesting that the Wildcat is so much alike the great Exhibit Supply “Smiling Joe” machine of the mid 1920's that has the exact same gum and penny back receptacle problem that met a similar fate as described above (see “For Amusement Only,” page 196.)

So, I guess all of us can be fooled on occasion until research brings the true history to the surface. This really desirable machine should stand on its own as a pioneer to later, less desirable machines rather than be considered just another example of them.

1930's Football Skill Game

by John Carini

I purchased a Football Skill game (see photo) on an Ebay auction. The gentleman I purchased it from is a C.O.C.A. member, and said he would be at the Chicago show. We arranged to meet there.



Even though I could tell from the on-line photo's that the machine was rough and missing parts, I was eager to get it. The only machine I had seen previously, that was similar, was listed in Tom Gustwiller's “For Amusement Only” book, and manufactured by B. Ardors - Brooklyn, N.Y. The one I purchased has a somewhat different turn handle, and a #4 Advance mechanism. but other than that, it appears to be almost identical.

If anyone has any information on this machine (am I missing a marquee?), or knows where I can get the football figure, please give me a call at 414-768-1076.

Contratulations Ken Rubin

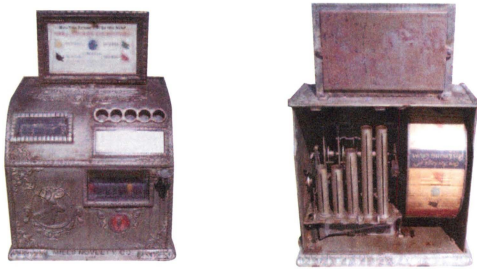
On Tuesday, April 26, 2005, C.O.C.A. founder and contributing author (see cover article) Ken Rubin got engaged to his significant other for 26 years Kathryn Falk (founder of Romantic Times Book Club Magazine). Ken proposed on bended knee at a romantic dinner for two in the revolving restaurant at the top of the hotel overlooking the “Arch” and the city of St. Louis! The reason St. Louis was special is because it's where they met 26 years ago on a riverboat cruise. Ken was in town for an antique show (I wonder what he bought and how much he paid 25 years ago) and Kathryn was in town for a miniature dollhouse show, her business before she started the magazine in 1981. The proposal was very romantic - Ken will be attending the California Convention so you can congratulate him and he can tell you the story. The wedding is set for September 2007 in Hawaii, which, no doubt, will be another romantic event. If anyone has a coin operated toaster for sale please let me know I am looking for an engagement present for them.

THE ELK THAT CHEWS GUM

by Bill Howard

The point of this story is that we can all stumble into a wall and still find something good on occasion.

The story begins at the home of Tom “Gus” Gustwiller about ten years ago. I was there one night trying to scrounge up a few items for consignment for my booth at the upcoming Atlantic City Antique Show. One of the items Gus gave me for consignment was what appeared to both of us to be an ordinary Mills’ Elk, pictured here. It appeared all original and Gus wanted to “move it” and gave me his bottom price.



The Atlantic City Antique show that followed did not turn out to be one of the more memorable ones. As a result, I spent a lot of time in the booth taking friendly abuse from my booth partner and friend, “B.P.” Peirce, for convincing him to get involved with the show in the first place. All bad ideas seemed to have been my ideas in old booth 2081. To add insult to injury, a well known East coast collector who always came to the show and stopped at the booth looked at the Elk and pointed out that it was screwed up because some creative soul had put the wrong strips around the award wheel, suggesting that you got gum and not tokens if you played.

The tide started to turn later when “B.P.” put money in the machine and claimed it didn’t work because he didn’t get a token, even though the bell rang. I suggested that “maybe you just played the wrong slot.” He responded by telling me that he put a nickel in every slot, all five. As the story unfolded, this turned out to be one of “B.P.”’s most fortuitous complaints.

Every Elk that I had ever heard of, if working, had to pay out a token if all slots were played. Common sense. No blanks. So I started to look at it closely to see why it was not working. First, I checked to make sure it had tokens. It did. Then I looked at where the wheel stopped; Cherry gum with a red label. I then put five more coins in, the wheel spun and stopped at ten cents in merchandise, the bell rang, and I got a token for ten cents.

It soon became apparent that you sometimes got a package of gum over the counter, and, when the wheel stopped on merchandise, and that’s what you played, you got your token.

This brought me back to what my fellow collecting booth visitor had said. The machine was bogus because Elks were not made like that. The wheel was bogus. But then why did the machine not spit out a token somehow if you played all the slots possible at one time? The machine looked all original and “straight” upon close examination. I decided to put the Elk under the table and go see the Godfather, Mike Gorski, The Don of Westlake, Ohio.

A few days later, Mike took charge of the Elk. The more he looked, the more he looked some more. Finally, he shook his head and said that all the parts appeared to be original and “Mills.” The “crimping” of the wheel confirmed that the paper had never been disturbed since first put on the wheel. Sometimes you were to get a package of gum over the counter - one of two flavors - and sometimes you got one of five possible tokens if you selected the correct slot. No such variation of Elk has ever surfaced.

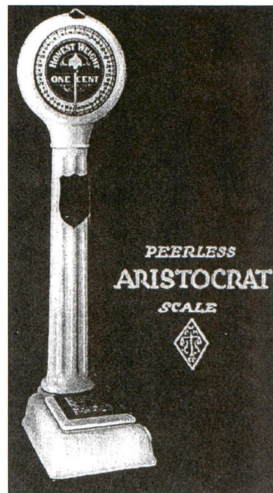
So there you have it; the Elk chews gum. I would appreciate any information as to whether another such example may exist.

I have enclosed pictures of this variation, which should add greatly to the value of the machine. I suppose the moral of the story is to stick your head in once in awhile and know your merchandise. And, yes, as you could expect, I bought Gus’ machine at his blowout consignment price.

Peerless Aristocrat Junior Scale, ca. 1925

by Jim and Merlyn Collings

This handsome scale was actually created and made by the Caille Bros. Scale Co. Located in Detroit, Michigan (photo 1). The Peerless Weighing Machine co. distributed, maintained, and marketed the Aristocrat Jr. after buying them from Caille Bros. This arrangement was beneficial in competing with the National, Toledo and Watling Scale companies. The Peerless scale routes were operated throughout the U.S. Peerless became Caille Bros. No. 1 customer.

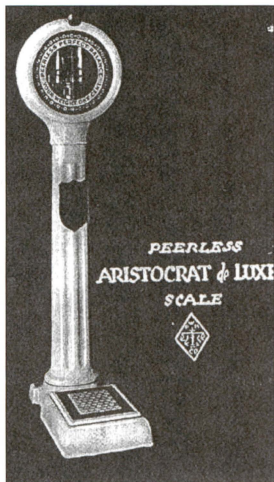


or blue.

In 1921 the Aristocrat Deluxe was sold to Peerless having some subtle changes. The base was made thinner and the balance mechanism was visible on the face of the scale (photo 3).

The Aristocrat Jr. was conceived around 1925. It has the characteristics of the earlier “lollipop” scales made by Watling and Toledo Scale co. The resemblance to the Caille Washington scale and the National

Caille Bros. provided the Peerless Weighing Machine Co. with 3 popular scales. The first of these was known as the Aristocrat, made in 1916. (photo 2). This model had a more elevated base, a fluted rounded column with a shield saying “Did You Weigh Yourself Today” and offered free weigh to any child under 40 lbs. The porcelain came in white, red



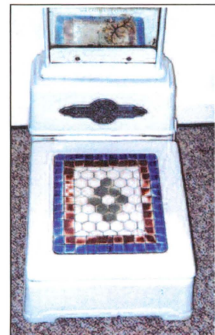
Normandy chime scale with its’ mirrored rectangular column is evident. The Aristocrat Jr. illustrates how earlier scale components can be blended together (see photo 1 again). The Peerless Aristocrat Jr’s mirrored column has the word “Peerless” etched diagonally on it (photo 4). Each letter is 2 inches high and on each side of the mirror are etched art-deco lines. Also etched at the bottom of the mirror are the words “Weighing and Vending Machine Corp. New York”



Peerless managed to get their name on the scale even though Caille Bros. had created it.



The Aristocrat Jr. measures 71 inches in height. The diameter of the head is 18 inches. On its’ face the words “Honest Weight One Cent” appear in the top portion of the large mirror (photo 5). Unlike earlier models the Aristocrat Jr. used mirrored surfaces during the roaring 20’s. The nickname “Mirror” was given to the Aristocrat Jr. The rectangular column has a depth of only 2-1/4 inches making it a real space saver. Near the bottom of the column is an emblem which reads “Peerless Weighing Machine Company Detroit” (photo 6) adjacent to the emblem on the right side of the column is the porcelain cash door. The foot plate measures 12 inches by 20 inches having an attractive tiled design of blue, brown, white and green colors similar to the Caille Washington scale. This is the thinner sized foot plate which was also used on the Aristocrat Deluxe made a few years earlier.



The Peerless Weighing Machine Co. broke with Caille Bros. around 1927. The General Vending Corporation of VA. took over the Peerless Co. including their more recent ticket scales. In 1928 the Consolidated Automatic Merchandising Corporation (C.A.M.) took control of G.V.C. As the Great Depression approached the C.A.M. sold Peerless rights to the Rockola Co. in Chicago. Peerless models appeared on scale routes until the 1960's.

The Peerless Aristocrat Jr. Scale Co. incorporated several features used on its' earlier models. The mirrored column on the earlier C.A.M. scale, the "Lollipop" head and the multicolored tile used on the foot plate show how the scale evolved.

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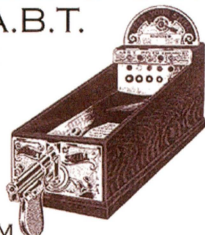
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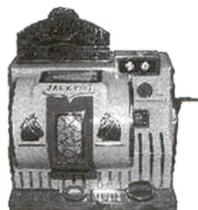
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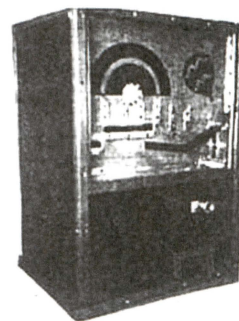
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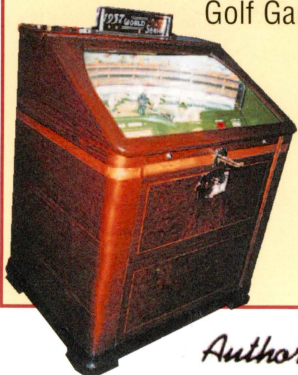
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